Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

UNCLASSIFIED

PAGE 01 VIENNA 05386 181655Z

43
ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W
---------- 065602
P R 181615Z JUN 74
FM AMEMBASSY VIENNA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 3091
USIA WASHDC

UNCLAS VIENNA 5386

DEWT FOR RICE/BIC FOR ADAMS

E. O. 11652: N/A
AGS: BEXPJN BU
SUBJEC: CONSTRUCTION BIDS FOR U.S. EXHIBIT
1974 PLOVDIV FAIR

1. USIA INVITED ELEVEN BIDDERS. ALL RESPONDED JUNE 14 EXCEPT
LUHLF, A DUTCH FIRM WHICH COULD NOT PREPARE BID ON TIM,
AND OTTAVIONELLI WHICH WAS OO BUSY TO PREPARE BID. BIDS
RECEIVED IN LIRE WERE CONVERTED A LIRE 650 EQUALS U.S. $ 1,
AND BIDS RECEIVED IN DM WERE CONVERED A DM 2.51 EQUALS U.S. $ 1.

CONTRACTORS	USIA SHARE	COMMERCE SHARE	TOTAL	COMMERCE BID AS PERCEN OF TOTAL
EUROFORM	58,339.44	28,696.00	87,035.44	33 PERCENT
CARLI	67,692.31	24,615.38	92,307.69	27 PERCENT
AMBROSIUS	66,019.92	41,434.26	107,454.18	38 PERCENT
GLAHE	79,580.08	33,104.74	112,594.82	29 PERCENT
GREGORIO	73,867.00	40,705.00	114,572.00	36 PERCENT
INTERPUBLIC	120,000.00	45,300.00	165,300.00	27 PERCENT
BERMAN	90,40.00	88,870.00	17,320.00	50 PERCENT
IPI	153,700.00	74,700.00	228,400.00	33 PERCENT
CUSSINO		240,000.00		

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 VIENNA 05386 181655Z

2. ERUOFORM WAS DISQUALIFIED AFTER SUBMITTING BID BECAUSE

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

USIA WAS DISSATISFIED WITH EUROFORM'S RECENT PERFORMANCE
AT BERLIN "GREEN WEEK".

3. NEGOTIATIONS WERE HELD WITH CRLI ON JUNE 17. THIS FIRM
MISUNDERSTOOD THE DRAWINGS AND INCREASED ITS BID FROM
U.S. $92,308 TO OVER U.S. $130,000, WHICH NEGATED FURTHER SERIOUS
CONSIDERAION.

4. NEGOTIATIONS BEGIN JUNE 18 BETWEEN USIA AND AMBROSIUS.
WE WILL JOIN NEGOTIATIONS O DISCUSS COMMERCE PORTION OF
BID. NEGOTIATIONS WITH GLAHE WILL ALSO BEGIN ON JUNE 18.

. WE SEE POTENTIAL PROBLEM WITH AMBROSIUS BID BECAUSE COMMERCE
PROTION OF TOAL IS DISPROPORTIONATELY HIGH COMPARED WITH
STRUCTURAL BREAKDOWN OF GLAHE BID, SUGGESTING THAT AMBROSIUS
EIHER DOES NOT FULLY UNDERSAND BID BREAKDOWN OR IS PITCHING
IS BID TO USIA BECAUSE IT KNOWS USIA IS PRINCIPAL ADMINISTRAOR
OF CONTRACT. WE WILL ATTEMPT TO RESOLVE THIS PROBLEM DURING
NEGOTIATIONS WIH AMBROSIUS. HUMES

UNCLASSIFIED

NNN

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974VIENNA05386
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740158-0848
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740634/aaaabcvb.tel
Line Count: 80
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2002 by phillir0>; APPROVED <17 JUL 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: C: CONSTRUCTION BIDS FOR U.S. EXHIBIT 1974 PLOVDIV FAIR
TAGS: BEXP, BU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005